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The Woman Question

By STEPHEN LEACOCK



I WAS sitting the other day in what is called the Peacock Alley of one of our leading hotels, drinking tea with another thing like myself, a man. At the next table were a group of Superior Beings in silk, talking. I couldn't help overhearing what they said,—at least not when I held my head a little sideways.

They were speaking of the war.

"There wouldn't have been any war," said one, "if women were allowed to vote."

"No, indeed," chorused all the others.

The woman who had spoken looked about her defiantly. She wore spectacles and was of the type that we men used to call, in days when we still retained a little courage, an Awful Woman.

"When women have the vote," she went on, "there will be no more war. The women will forbid it."

She gazed about her angrily. She evidently wanted to be heard. My friend and I hid ourselves behind a little fern and trembled.

But we listened. We were hoping that the Awful Woman would explain how war would be ended. She didn't. She went on to explain instead that when women have the vote there will be no more poverty, no disease, no germs, no cigarette smoking and nothing to drink but water. It seemed a gloomy world.

"Come," whispered my friend, "this is no place for us. Let us go to the bar."

"No," I said, "leave me. I am going to write an article on the Woman Question. The time has come when it has got to be taken up and solved."

So I set myself to write it.

THE woman problem may be stated somewhat after this fashion. The

great majority of the women of to-day find themselves without any means of support of their own. I refer of course to the civilized white women. The gay savage in her jungle, attired in a cocoanut leaf, armed with a club and adorned with the neck of a soda water bottle, is all right. Trouble hasn't reached her yet. Like all savages, she has a far better time,—more varied, more interesting, more worthy of a human being,—than falls to the lot of the rank and file of civilized men and women. Very few of us recognize this great truth. We have a mean little vanity over our civilization. We are touchy about it. We do not realize that so far we have done little but increase the burden of work and multiply the means of death. But for the hope of better things to come, our civilization would not seem worth while.

But this is a digression. Let us go back. The great majority of women have no means of support of their own. This is true also of men. But the men can acquire means of support. They can hire themselves out and work. Better still, by the industrious process of intrigue rightly called business, or business, they may presently get hold of enough of other people's things to live without working. Or again, men can, with a fair prospect of success, enter the criminal class, either in its lower ranks as a house breaker, or in its upper ranks, through politics. Take it all in all a man has a certain chance to get along in life.

A woman, on the other hand, has little or none. The world's work is open to her, but she cannot do it.

She lacks the physical strength for laying bricks or digging coal. If put to work on a steel beam a hundred feet above the ground, she would fall off. For

the pursuit of business her head is all wrong. Figures confuse her. She lacks sustained attention and in point of morals the average woman is, even for business, too crooked.

This last point is one that will merit a little emphasis. Men are queer creatures. They are able to set up a code of rules or a standard, often quite an artificial one, and stick to it. They have acquired the art of playing the game. Eleven men can put on white flannel trousers and call themselves a cricket team, on which an entirely new set of obligations, almost a new set of personalities, are wrapped about them. Women could never be a team of anything.

So it is in business. Men are able to maintain a sort of rough and ready code which prescribes the particular amount of cheating that a man may do under the rules. This is called business honesty, and many men adhere to it with a dog-like tenacity, growing old in it, till it is stamped on their grizzled faces, visibly. They can feel it inside them like a virtue. So much will they cheat and no more. Hence men are able to trust one another knowing the exact degree of dishonesty they are entitled to expect.

With women it is entirely different. They bring to business an unimpaired vision. They see it as it is. It would be impossible to trust them. They refuse to play fair.

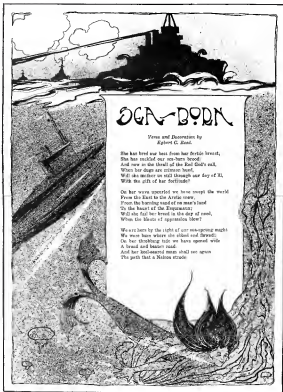
THUS it comes about that woman is excluded, to a great extent, from the world's work and the world's pay.

There is nothing really open to her except one thing,—marriage. She must find a man who will be willing, in return for her society, to give her half of everything he has, allow her the sole use of his house during the daytime, pay her taxes, and provide her clothes.

This was, formerly and for many centuries, not such a bad solution of the question. The woman did fairly well out of it. It was the habit to marry early and often. The "house and home" was an important place. The great majority of people, high and low, lived on the land. The work of the wife and the work of the husband ran closely together.

The two were complementary and fit-





OGA-BORN

Vers and Decorations by
Eliot C. Reid.

She has bred our best from her fertile breast,
She has reared our men from her womb;
And now in the throat of the Red God's salt,
When her dogs are crimson red,
Will she fail her best through our day of ill,
With the gift of her fortune?

On her wings spread wide we have swept the world
From the East to the Arctic zone,
From the burning sand of our men's land
To the heart of the Esquimaux;
Will she fail her best in the day of need,
When the blast of aggression blows?

We are born by the light of our morning night
We were born where the silent and dead;
On her throbbing side we have opened wide
A broad and barren road;
And her best-bred men shall see again
The path that a Nation made.

The Next Man Up: By W. A. CRAICK

Prospective Successors to Posts of Authority in Big Canadian Business

he without the services of a man who could in case of necessity take up the chief executive's work without delay.

Who, therefore, is slated for the presidency after Sir Thomas' death? What is the grave price of the big transportation enterprise? To name the person with complete charge of the enterprise is impossible. Boards of directors have a way of times of spreading their wings. Yet, there are certain signs that show how the wind blows, and one of the most significant of all these was the election last year as Vice-President David McNeill. Mr. McNeill was vice-president in the charge of the company's western line, while the western line was under the control of Vice-President George Barry. Both reported to the president, and both were on a parity as far as authority went, except that Mr. McNeill had the additional standing which membership in the board of directors imparted.

Following Mr. McNeill's withdrawal from active participation in the management of the road, a change was made in the organization. Instead of leaving the office of vice-president in charge of eastern lines, the position was enlarged to embrace all lines, and while a vice-president for western lines was still required, his authority was to be subsidiary to that of the new vice-president for all lines. The man, therefore, who was selected for the latter position, was to be a powerful figure in the system and one who could be relied upon to be the president.

Mr. Barry received the appointment, and at the same time was confirmed as a member of the board of directors. As the only vice-president of the company, who is a director, and as the occupant of the very important office occupied, he is unquestionably to be regarded as the operating man in the C. P. S. organization. It is quite true that some western men are not without their possibilities, but as western men stand, public opinion considers Mr. Barry as the next man in line for the presidency.

For many years Canada has had to look to the United States for its highest railroad officials. Sir William Van Horne, the late President of the U. S. R. R., and E. J. Chamberlain, were all here across the border and received their training as railroad men in American lines. Mr. Barry, on the other hand,



THE PRESIDENT HEAD OF THE C. P. S. AND THE NEXT MAN UP IN THE ORGANIZATION.

President Sir Thomas, standing in the center, with the President's office staff standing next to him in the group, at the opening of the Montreal Line.

that, that some day, sooner or later, and harnessed together, they will become outstanding figures in the business life of the country, may almost be taken for granted. On the basis of their educational attainments, and on account of any present fame they may possess, there may be persons of considerable public interest even now.

A PART from Governmental possibilities at Ottawa, which are identified by many great national importance, there is probably no question of nomination to office in Canada of more compelling interest than that to the presidency of the Canadian Pacific Railway Company. So powerful has this corporation become and so widespread has its sphere of influence become that it passes as a business concern, it reaches round only to the Dominion Government itself. To hold office as chief executive is to occupy a position in the life of the country, which to rank as a prospective successor to that chief executive is to be in line for the use of the most spectacular promotions in the business affairs of the Dominion.

Sir Thomas Shapergue, who has been president of the company since 1918, is still, surprisingly speaking, in the prime of life. He was born in 1858, and is consequently only sixty-two years of age. When so much of the important work of the world is being done nowadays by men between sixty and seventy, it is quite within the possibilities that Sir Thomas may continue to control the destinies of the C. P. S. for several years to come. At the same time, the accumulation of life is such that it would be hardly for a suggestion at the time and importance of the big railway company to

that, that some day, sooner or later, and harnessed together, they will become outstanding figures in the business life of the country, may almost be taken for granted. On the basis of their educational attainments, and on account of any present fame they may possess, there may be persons of considerable public interest even now.

In point of fact, however, in the case of most of the large corporations of the country, the problem of a likely successor between cycles is a simple one. Recognizing this fact of the inevitable, these large concerns have so adjusted their organizations that they practically every official of standing in their staffs, there is an understudy or one who could on short notice, step into his superior's place and do his work. It is as obviously necessary process and at no point is its value more evident than in that field most of authority—the office of the general manager. How temporary that might run, with the chief executive to be suddenly removed, leaving as one with the requisite knowledge and training to pick up the threads and carry on the business of the company without trouble or delay.

Who, then, are the next men in the coming chief officials, in the case of the business and financial concerns of the Dominion? That there are such men is obvious; that their prospective position is already in all minds and plans, not and dried, is a fact accom-



SIR WILLIAM MACKENZIE, PRESIDENT

K. C. Ferry, a second railway chief, now known as Minister of Public Works and Transportation of Canada, and a former head of the Canadian Pacific Railway, and a former head of the Canadian Pacific Railway.

some of the new generation of railway officials, who have spent all their working days in the employ of Canadian roads. He belongs by birth to Montreal, and he devoted his career to the age of construction, and to the service of the company with which he is still associated.

Oddly enough, it was in Sir Thomas Thompson's office that the young man obtained employment. Knowledge and presidential responsibilities were then far beyond the dreams of the Irish Irish-American railroadman, who was at that period, after the position of purchasing agent for the C. P. R., and it may be presumed that his new work had still less idea that one day he would be in a position to be in the service of the company.

For a short period, after his preliminary training under Sir Thompson, Mr. Ferry went as private secretary to Sir William Van Horne, then general manager of the road. But to those who have never lost an opportunity to improve himself while in the process, it may be mentioned that whenever he traveled with Sir William, either in Canada or in the United States, he was accustomed to spend every moment of his spare time in pushing around yards and terminals, taking in how things were done. Following his experience as private secretary he was transferred from the clerical to the operating department, now appointed assistant superintendent of North Bay. From then on promotion came to him rapidly. He was ambitious, energetic and eager to assume the responsibilities of his position. He took pains to put himself, not only on matters connected with his immediate sphere of activity, but on railroad problems in general, becoming

thoroughly an all-round authority and valuable second-hand.

THE name of George Bury first began to come into prominence about eight years ago, at the time he received the appointment of assistant general manager of western lines. He was then stationed at Winnipeg, and was right hand man to the Sir Wm. Mackenzie. Two years later he was promoted to be general manager, and on the retirement of Sir William in 1911, succeeded him as vice-president in charge of all lines west of Lake Superior. During this period, Mr. Bury was active in making those improvements and sound arrangements that were destined to be the railway development of the last decade in Western Canada.

A "fine work" as the description sounds of Mr. Bury by those matters who have been brought into contact with him for the first time since his return to Montreal from the west.

His activity, coupled with his western ideas of how things should be done, has served to reduce a vast and unorganized life into the head office organization. He has introduced numerous improvements, has made drastic economic reforms, and is leading his company to the solution of the pressing problem of the day—how best to serve a maximum of service at a minimum of expense. In appearance, Mr. Bury is of medium build, and of a quiet, reserved temperament; is a simple, unassuming man, and a man not only of administrative ability but of an inventive genius and literary talent. He

was forty-two years of age on his last birthday.

SO much for prospective successors in the name of the Canadian Pacific Railway Company. What of its old-time rival, the Grand Trunk? Here, the speaker is future promises is faced with a somewhat more promising problem. In the Canadian Pacific organization, one of the company's vice-presidents, by reason of superior authority and membership in the board of directors, admittedly takes precedence in the Grand Trunk, all the vice-presidents are expected to stand in a parity, and it is impossible to say that one is ahead of the other, by vote of the board of directors or otherwise, superior to his colleague. It becomes necessary, therefore, in the case of the Grand Trunk, to describe among the vice-presidents and such to determine which of them is popularly, or in the estimation of railroad men, at least, regarded as next in line for advancement.

At the present moment, Vice-President Howard G. Kelley appears to be the favorite. The department into which he presides are undoubtedly of prime importance in the railway organization, and for this reason, if for no other, it might naturally be assumed that next to the name of President Chamberlain himself, his direct one of the greatest moment in the management of the road. He is in charge of construction, transportation and maintenance—those of the vital branches of railway expansion, and while he enlarges in the department of finance, law, traffic, etc., are handling weighty matters in their respective spheres of influence. It is generally admitted that his work is exceedingly important, giving



SIR DONALD MANN, ASSISTANT

There is a A. B. Macdonald, a former head of the C. P. R., who has been with the company for many years, and is regarded as a member in the organization.



THE ASSISTANT GENERAL MANAGER OF THE CANADIAN PACIFIC RAILWAY

John A. B. Macdonald, a former head of the C. P. R., who has been with the company for many years, and is regarded as a member in the organization.

ing him an implied, if not an actual, precedence among them.

Mr. Kelley is another of these American-trained engineers who has come over the line to help Canadian run their railway systems. Born in Philadelphia fifty-seven years ago, he graduated from the Polytechnic College of Philadelphia as a civil engineer and entered the employ of the Northern Pacific Railway in 1884, being assistant engineer at that time, construction and bridge work. That followed some experience as a mining engineer, after which he returned to railway work and was quartered in an engineering capacity with several western roads. It was from one of the latter that he was selected by the late C. M. Hays in 1907 to become chief engineer of the Grand Trunk, while four years later, in recognition of efficient service, he was advanced to his present position.

There can be little doubt that much of the credit for the steady improvement in Grand Trunk service of late years belongs to Mr. Kelley. His training as an engineer has had its influence on his work, and he has approached problems that have confronted him in a bold and far-sighted manner. He believes thoroughly in organization under competent heads, while he has a way of quietly inspiring enthusiasm that is slowly but surely having its effect. He is popular on the road, and being a very sociable individual with plenty of go about him, he makes his influence felt personally from end to end of the line.

Personally, Mr. Kelley is, as the short side, as far as height is concerned, but he is the possessor of a very remarkable head that distinguishes him as a man of

exceptional brain-power. He makes a very delightful companion on the road, and is as courteous and hospitable a person as one could wish to meet. Being a man of education and refinement, he is conversant with the average railroad is not supposed to be possible, and in the manner and appearance holds his own in any company. It is understood that he is highly respected by the English directors, who place much confidence in his judgment as matters pertaining to construction and maintenance.

OF course Mr. Chamberlain, the present head of the Grand Trunk system, is by no means an all star. As a matter of fact he is just the man who is well equipped to advance in the position is dependent on so many considerations that he would be a bold man who would dare to make the prophecy.

OF course Mr. Kelley and in the ordinary course he should have many years more of active connection with the corporation, still as matters stand today, Mr. Kelley is to be regarded as the second figure in the management of the road, a position of great importance. It is a position of great importance, but whether or not he will eventually advance to the position is dependent on so many considerations that he would be a bold man who would dare to make the prophecy.



THE ASSISTANT GENERAL MANAGER OF THE CANADIAN PACIFIC RAILWAY

As well as in the name of the company, Mr. Kelley is to be regarded as the second figure in the management of the road, a position of great importance.

The Conscript: A Story of the War

By WILLIAM BYRON

Illustrated by J. W. BEATTY

THE young doctor, who had kept anxiously at work as his valet failed, suddenly straightened up and regarded the other through his thick glasses with an air of intense interest. In one hand he clutched a test tube, his long, sensitive fingers wrapped about it, potentially around it.

"Yes, Karl," he said, with feeling, "I am not going to offer myself for the front. If I am drafted for service, I suppose then I must go. But still—"

His valet, who was perched in a worn uniform that furnished an empty sleeve, made an impatient gesture.

"Yes, remember," he protested, "you were all for war. I talked peace, while you were for plunging the whole world under German hammers. Nothing would content you but absolute world domination."

"Exactly," said the doctor, quietly. "And now that the war has come," said the other, "now that Germany has started herself in war at the bidding of those who hold the same view as you profess—now you refuse to do your part. You owe it to your country."

"Exactly," repeated the doctor. "I owe it to my country—to stay here. I would give as soon to my country, as a life perhaps—my eyes, which, unfortunately, I would be free to do. But I would be in doing so, the world of the lives of countless millions—which I am not free to do."

He passed a heavy frown drawing again lines around eyes and nose.

"Listen," he went on. "Everything has gone wrong. We tried war, but not that kind of war. Who could have told that it would not be the same as Germany's other wars—a furious campaign of a few weeks, the grand, victorious pouring of an alien's war machine through battle lines, and then peace at the cost of some thousands of soldiers' lives? But this—the war of nations and not of armies—is different. If we

are doing in hundreds of thousands. But every year that the old world opens an exit more people still die from a deathly cause than was—men of all ages, deathly women, little children with the better fever in their cheeks and the ruddy cough that signals their doom. The whole plague—"

He held the test tube up to the light with a hand that shook slightly. It contained a pale-colored fluid of glittering transparency.

"I have feared it," he said, in a tone of voice that expressed something of triumph, but more of wonder and reverence. "Have it in—the serum that will cure consumption. I hold in my hand the lives of millions of the world's diseased and their descendants."

His companion commented first to his companion. The soldier rose and regarded the contents of the tube with interest.

"You are sure of it?" he asked, after a moment.

"I know," said the doctor, quietly. "It is not like those other cures that quack have floundered on. It is a cure for all cases—the greatest medical discovery of centuries. I need just four weeks more to confirm the quarantine and remove every phase of my experiment. I must be sure of everything to the last milligram, you know. And then—"

Then I can prove to the world that tuberculosis cannot be feared.

"And that is why I can't offer myself for service in the war that I, as a small way, helped to bring about, his conclusion."

"You are why I dread this war—far from I may be dragged into it before I have had a chance to complete my work, just as my dear brother and friends have."

There was a tap at the door. The doctor carefully placed the test tube with its precious contents back into a holder and answered the summons. The curiosity of the soldier drew him to the bench and with his remaining hand he lifted the tube up for a closer inspection. An armed silence with disturbance at the seemingly innocuous field, a cry from the door drew his attention that way.

With four and a half seconds every feature of his usually mild face, the young doctor struck back into the room, a slip of paper crumpled in his hand.

"I am drafted," he cried. "My God, Karl, drafted for immediate service! Do you realize what that means? I must abandon my work and go out to the trenches, in all that I have been told I have almost in my grasp the secret that will lift from the world its heaviest load of suffering and death and march out at a private with a rifle over my shoulder—can you doubt it? If I am killed—"

He broke off again, his startled eyes

to utter a word of warning. For the soldier had caught with his instinctive hand to replace the tube in the holder and had allowed it to press the sharp edge of a

There was a slight crash, a splintering of glass and the secret of life for countless millions poured in an agonized stream down the soldier's faded grey uniform.

THERE was a long period of silence. The doctor hid back on a low bench, his head in his hands. The soldier gazed at him with a fearful air of remorse.

"It was all I had," said the doctor finally. "That is all of the complete medicine. I could replace it, of course—if I had time. But tonight I start for training camp."

"But surely someone can be found to inherit your secret to? Why not get an assistant to complete the experiment?"

"That is impossible—now," said the doctor. "I work by methods of my own. The greatest secret that time could pick up the threads where I have left them. We would have to work together for weeks."

"Then," cried the soldier, "get leave of absence for the necessary time. It could be secured."

But the other laughed almost violently at the suggestion.

"Yes, a German soldier, and do not know that there is nothing of sufficient importance in this world to override military orders! Tell them simply to consider when the death of my brother Max or my friends would mean?"

In the eyes of the military machine that was, in our knowledge have been up, it is more or less a secret that Private Armin Heugardt, drafted to-day, report for duty on the next minute named in the orders, than did he Heugardt complete his discovery of a cure for the disease that kills its hundreds of thousands every year. How the officer would laugh at this latest source of an unwilling conscript!

With better resignation, he gathered up his papers and threw them haphazardly on a dresser. That he turned his back, lived and toiled on his patient companion.

"If I felt, Karl—the secret dies with me—think of what that means!"

A WEARY sigh and an exhausted stare having weary in the last eleven days. "Poor Heugardt," said the soldier. "He gave great promise when I knew him years ago at Munich. But it's all over with him—made a military man and foreverly muddled work among the same—reaping crops of mangled flesh and blood from the war and night told of alive left."

They paused for a moment at one of



With their old eyes widening every minute at his calm, cold face, the young doctor struck back into the room, a slip of paper crumpled in his hand.

the sofa and gazed down at an exhausted figure having weary in the last eleven days. "Poor Heugardt," said the soldier. "He gave great promise when I knew him years ago at Munich. But it's all over with him—made a military man and foreverly muddled work among the same—reaping crops of mangled flesh and blood from the war and night told of alive left."

They paused for a moment at one of

The dying man rested his weary and by still. His eyes opened and fixed them on the surgeon.

"Yes, I am close to the border," he said faintly. "You see I had made a special study of this particular affliction of the flesh—from which I am dying. But you are too ill—dreaded. Friendship, I give myself less than an hour."

There was another pause. Again, Han-

gord raised his straggling eyebrows and began to speak in tones of intensity. "Go—so my place at Munich I hate this—there. Try, try—"

His head dropped back on the pillow. The hectic fever that had burned in his cheeks, slowly died down. The marking

crash grew less violent with weakness. His eyes closed. They could hardly catch his last words.

"The last word—"



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with men as George Rogers and Freddie Harry (if only want to study in Germany, and they were wonderfully stimulated by the real culture which it then provided in the last half-century an increasing number of young men, I've only a vain thought have gone from America to Germany, disappointed to secure their degrees, an indispensable preparation for a university position in our land. The one thing that makes us so proud in our university circles is the scholarship that it marked them in Germany! And yet here we come of the machine . . . "made" in Germany. It has been, too often, a scholarship, not required in the work, breeding idealism of a barren and formalistic culture, but a standard excellence, based on accumulation of mere facts, learned by rote, without any real understanding, and without any real interest in knowledge.

The "captivity in Germany" has not been an unusual thing. It is a weakness to America that the real character of this warping thought, in operation for some years, has not been generally seen or understood. Injuries, grave and serious, have come to American life from the exposure and exposure of the mind of the more recent German spirit in our universities—especially the spirit which up to now in Germany (Germany) of which even Americans had a keen appreciation. The misrepresentation of our nature and scholarship to these foreign models and standards has led to harmful results. While young men have brought back from that land an enrichment of life in certain respects, many of them have also come home with more precious ideals blurred and more inviolable convictions weakened, while they have returned to us in many cases, equipped with a spirit quite alien to the best traditions of our country. We are aware the danger lies, not in fact, should be called. Let's Americans want from the German quarters is it up to and whether to have less of thousands of our susceptible American people, in our colleges and universities—the intellectual bankruptcy of the land, the future leaders of American opinion and action—consequently under the training of men who have been thoroughly Germanized and to a decided degree de-Americanized!

It is surprising that so little political harm has come to us from the fact that nearly all our college professors have been educated in that illustrious old American university. That we have not been more deeply injured is a compliment to the sturdy Americanism of our young men who have sought academic honors in Germany, but that the alien influence has been marked is most evident in the careful observer of our institutions of learning. The majority has not been so naive as to believe, even so strong educational ideas, but it has done so little to weaken faith in democracy and liberalism a man might expect. It is responsible for a great many to live a year or two in a country dominated by the "superior" spirit of blood and iron without being affected by it. Especially was this the case, in view of the fact that the people in unbroken submission for the German masters, who seem to be so perfect embodiments of human perfection, and who let few mistakes pass without asserting this claim! He may not come home to America a deluded idiot, but he

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Another Moorhouse Story

If you haven't already read "The Years of the Wildcat" by Mackenzie Moorhouse, in this issue, turn right back to page 20 and start at the top. It is a wonderful story that follows from any other story you have ever read, and it is wonderful and told. After reading "The Years of the Wildcat" you will look forward to our November issue with greater expectancy than before. But it will contain another Mackenzie story. "The Moorhouse for Cash Men," which is better still.

Mackenzie Moorhouse is one of the latest additions to the stellar Canadian roster of

MACLEAN'S MAGAZINE

has his doubts about republican institutions.

One of the most unfortunate results of our captivity in Germany in the contempt of the Church and the indifference to religion. Which are now so general in the families of our colleges and universities. We must not change all of that in Germany. But in hundreds of cases, when young men, interested in religious matters, have gone there to study, they have found that their lack of the Church as soon as they returned. This result is so common that to point it out is to make clear the extent of the cause of the change. There have been some back away year distance of the faith with which they left our country, which previously had been with more religious enthusiasm than they had when they first arrived. Probably a considerable percentage of the students of our college faculties have a slight connection with some church, through the wife, the children, or the subscription paper. But regular attendance at any church or Hall interest in religious work is rare among our college students who have been long educated in Germany. They do not believe in visible type religion, but it is so much apart from their lives as to be almost unrecognizable.

General Sir Ian Hamilton

Character Sketch of the Leader of the Dardanelles Expedition.

THE following collection of facts and figures about General Sir Ian Hamilton have been gathered and published in Current Opinion. As the leader of the army at the Dardanelles, Hamilton is much in the public eye at present and the miscellaneous society of acquaintances with influence in his wife, therefore, he is doubly interesting.

Admirer in the business of General Sir Ian Hamilton's life. He has been described in the London Mail as a descendant of a line of blood and thunder, an immediate descendant of the Sir Walter Raleigh type, a living of Aristotle who might have given Dante the idea of his noble knights for the example of his three marriages. It is interesting that General Sir Ian Hamilton should be chosen to lead such a wild adventure as that of the Dardanelles. A scientific strategist in the German sense, a subtle lecturer of the French school, would not have dared the impossibilities of the Gallipoli peninsula. It might be said, then, devoted upon the national fortress. Hamilton the way to Constantinople, across a writer in the Home Tribune, and it would tell of a wire net conceived as a daring exploit, a dramatic episode. General Sir Ian Hamilton, in the course of his long and glorious military career, has achieved his greatest victory in Persia. He is in India, in the very heart of Afghanistan. He belongs to the school of the Russian commander. That is why the Japanese expeditionary forces are subject to his control, the leader who led them to the entrance in his judgment in all things. Even the naval forces are in accordance with his plans. Few commanders in this war have been left in such

Continued on Page 86



DENNISTEEL

LONDON • CANADA

Made by The
Dennisteel & Iron Works Co. Limited
LONDON, CANADA



There are only a few of our most famous types of steel equipment.

1.—Steel Building

2.—Steel Framing
(Various Pk. Co.
Toronto, Ont.)

3.—Steel Building/Work
Shop (Various Pk. Co.
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Shop (Various Pk. Co.
Toronto, Ont.)

5.—Steel Building/Work
Shop (Various Pk. Co.
Toronto, Ont.)

6.—Steel Building/Work
Shop (Various Pk. Co.
Toronto, Ont.)



7.—Library Book Shelf

8.—Office Cabinet

9.—Lecture and Music
(Various Pk. Co.
Toronto, Ont.)

10.—Steel Building

11.—Lecture (P. Room
—On, Toronto)

12.—Lecture (P. Room
—On, Toronto)

13.—Lecture (P. Room
—On, Toronto)

14.—Lecture (P. Room
—On, Toronto)

All Outdoor Persons And Especially Soldiers
Appreciate The
Waltham Military Watch

"Durable Reliable"



This splendid wrist watch has its own armor plate which protects and partially covers the crystal. It is very substantial and has a solid back case with two bezels rendering it weather proof. Many gallant Canadian soldiers are now wearing this watch. Ask to see it at your jewelers. It is supplied in 7 Jewel grade at \$12, and 15 Jewel grade at \$15.

We can also now supply wrist watches (full open face style) with luminous dials and hands. With these watches you can easily read the time in pitch darkness.

FOR NURSES. We are offering a special nurses' watch with an extra large seconds dial, an advantage every nurse will recognize.

Our free booklet would interest you. Please send for it.

Waltham Watch Company

Canada Life Bldg., St. James St., Montreal

**"COLD? WHY I REALLY
DON'T NOTICE IT!"**

"YOU see my Perfection Oil Heater keeps me cozy as can be.

"You ought to get one. It's so light and handy you can carry it anywhere—dress by it, breakfast by it, write and sew by it. It's the greatest comfort imaginable."

Perfection Oil Heaters are smokeless and odorless. Give 10 hours of heat on a single gallon of Royalite Oil—most economical.

Simple and durable, but handsome, too.

Dealers everywhere. If YOUR dealer cannot supply you, write us direct.

For best results use Royalite Oil—the economical fuel.

THE IMPERIAL OIL COMPANY

Limited

BRANCHES IN ALL CITIES

PERFECTION
SMOKELESS OIL HEATERS
MADE IN CANADA



Justifiable Pride

Why This Car Has Outsold Anything of Its Size Ever Designed

Practically every feature of the car has been tested and proved in thousands upon thousands of Overlands which preceded it.

There was the experience in warrent larger production.

There was the reputation to assure larger sales.

This justified a production program calling for 75,000 cars—taken as many as had ever been built of any car as big as this.

Such enormous production and possible sales determined the price—\$1050.

The record value established by so low a price resulted in the greatest demand ever known for a big car.

Sales have run constantly ahead even of the enormous production.

The car is the ideal family car — it carries five passengers in roomy comfort.

It has the same powerful, economical 45 horsepower motor which made previous Overlands famous.

But as this is a lighter car there is even more reserve power.

It has that consistency of ignition provided only by high tension magnets.

It has the comfort provided by long underbody front springs and four-wheel drive.

It has convenience of electric control—switches on the steering column. This arrangement is found only on the Overland and a few very much higher-priced cars.

It has a full streamlining body and a beautiful dash—you will have justifiable pride in the appearance.

Sales have forced a production even larger than originally planned.

Production is increasing steadily. See the Overland dealer now.

Specifications—Model 32

45 horsepower motor	Electric starting and	Increased load capacity
42" x 4" tires, standard as	4500 lbs. load, center	4500 lbs. load, center
Standard Overland	4500 lbs. load, center	4500 lbs. load, center
Standard Overland	4500 lbs. load, center	4500 lbs. load, center

Models and Prices

Model 32 Overland \$1050 Cash, Hamilton

Model 32 Overland \$1050 Cash, Hamilton

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Model 32 Overland \$1050 Cash, Hamilton

The Willys-Overland of Canada, Limited
Hamilton, Ontario

"My English may not be there, but the facts are straight"

A Salesman's Story



Clipping photo to getting to go

The Cause of Shaving Trouble

It is a pretty easy chance that when a man finds he has a shaving problem, it is because he is not using the right kind of soap.

The great idea of a shaving preparation is to make the beard and skin soft and pliable, so that the razor will glide over it without any trouble.

There you see that it is not the soap itself, but the way it is used, that makes the difference. If you use a good soap, and use it the right way, you will have no shaving trouble.

Getting Behind the Cause

Mr. Menzies, representing this cause, is a man who has a great deal of experience in the shaving business, and he is a man who is a great deal of experience in the shaving business.

There are two things in shaving that are most important: the soap and the razor. If you use a good soap, and use it the right way, you will have no shaving trouble.

THE Boss said the other day: "Jim, I want you to sell Menzies's Shaving Cream to every man who uses a razor. You tell our story in a way that sells druggists everywhere. There is no reason why those same facts shouldn't sell the druggists' customers."

He put it up to me, so here goes—and all I ask is that you men forget your prejudices for a moment. I have a real story to tell, and you needn't take my statements on faith. You can prove for yourself the truth of what I say.

No "First Cause" in Menzies's

Menzies's soap is the only one of its kind. It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients.

It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients. It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients.

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It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients. It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients.

Fall out the coupon

Fill out a coupon and get a 100¢ tube of Menzies's Shaving Cream. It is a soap that is made of the best ingredients, and it is a soap that is made of the best ingredients.



MENNE'S TALCUM FOR MEN

Menzies's Talcum is the only one of its kind. It is a talcum that is made of the best ingredients, and it is a talcum that is made of the best ingredients.

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MENNE'S SHAVING CREAM

Canadian Factory, MONTREAL

Selling Agents for Canada

HAROLD F. RITCHIE & CO.
LIMITED

16 McCord St., TORONTO



Men of Action

NO man can be one-hundred-per-cent. efficient who does not possess one-hundred-per-cent. health. And one-hundred-per-cent. efficiency is the only thing that spells success—business success and social success.

If you are not feeling "up to the mark" try a short course of WINGARNIS. It will bring you back to the perfect health status needed for success. WINGARNIS is not a drug—it is a natural body-maintenance—endorsed by ten thousand physicians in England. It keeps you fit, overhauls your whole system with new life, new vitality.

PRICE:

Pint Bottles • 90c.

Quart Bottles • \$1.50



If you cannot obtain Wingarnis from your dealer, write to our Canadian Agent, Mr. F. S. BALL, 67 Portland St., Toronto, who will give you the name of our nearest representative.

Air Is Cheap—Use Utility of It

Nothing is so essential in the long life of your tires as air. Give your tires all the air they need. The only way to know if your tires are air enough all the way is with a Schrader Universal Tire Pressure Gauge.

Price \$1.35 SCHRADER UNIVERSAL TIRE PRESSURE GAUGE

If you have been relying on mechanical pumps, you have been spending a great deal more money for tires than you need have spent.

Manufactured by 794 Ashland Avenue, A. Schrader's Son, Inc., Brooklyn, N.Y., U.S.A.

For Sale by: Deering, Day & Bellows, Chicago, Ill.; Canadian Tire Co., Ltd., Toronto; Independent Tire Co., Ltd., Toronto; Ontario Tire & Rubber Ltd., Toronto; Canadian Continental Rubber Co., Ltd., Montreal.

Schrader



connection. The hair and mustache have become once white. The whole is in a state of decay. The uniform of the man has been largely about the size but there are patches of redness, especially around the neck and shoulders. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.

Nothing could reveal the nature of the decay of General Hamilton in a more complete way than the fact that he is now a thin, frail, old man. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.

The Turkish troops in the field are now in a state of decay. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.

Is Sebastian Lost?

It is now generally to be feared that Sebastian is lost. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.

Canada's Great Opportunity

The Possibilities of Trade Expansion Before the Dominion.

IN the second edition of the *Imperial Year Book*, appears an interesting article on the magnificent trade opportunities before Canada, from the pen of the editor, A. E. Sealfield. It is but one of a number of brief and highly instructive articles on the same subject—the expansion of Canadian trade and industry. Mr. Sealfield says: "Canada's industrial and commercial life is in a state of decay. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay."

The great agricultural wealth of the West has, with the elevator storage system, encouraged and facilitated the transportation of farm products to the distant markets of the world as it has locally stimulated exchange when prices are depressed, and the movement of the great river powers of the East has solved the problem of transportation in the simple operation of supply and demand.

So far, the demand is greater than the supply. Canadian manufacturers have turned to the country's west only and that but partially. In 1913 Canada's imports from Germany amounted to \$14,515,000, principally manufactured goods, which could be well made in Canada, while exports to Germany were only \$1,451,000, principally raw materials and foodstuffs. The difference of nearly twenty per cent. is a great opportunity for Canada's manufacturers, according to latest figures, amounted to rise on two and a half per cent. in 1914. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.

There is no doubt that if Canada intends to improve the great possibilities and manufacturing country her manufacturers must first have to expand, not only in her home lands, but to the markets of Greater Britain and the foreign markets of the world. Canadian goods are to-day in a few better positions than those of other countries to enter the European and foreign trade fields, which would not only bring greater exports, but would open up a new world of business. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay. The man is in a state of decay.



See the "Apache Trail"

For route to us from the California Expositions

Do not fail to take the service trip up through United America, with its famous Canyon of the Salt River, Ancient Cliff Dwellings, superb Mammoth Cave, Copper Canyon, etc. To get the best of it, you should see it.

Southern Pacific—Sunset Route

"The Exposition Line"

New Orleans, Los Angeles, San Diego, San Francisco, The Coast, and other selected scenic spots. Southern Pacific service at the Santa Fe, where it can be taken between New York and New Orleans. Choice of route yours. Write for illustrated booklet.

GENERAL OFFICES: New York City, San Francisco, Los Angeles, San Diego, Santa Fe, etc.



FOR THE HAIR AND COMPLEXION

The complete hair treatment of Hays Hair Cream includes everything you need for a complete hair and complexion treatment. It is a complete hair and complexion treatment. It is a complete hair and complexion treatment. It is a complete hair and complexion treatment.

HAYSCOTT INSTITUTE, 44 College Street, NEW YORK, N.Y. Established 1910.

Clothes That Are Right

—not costume, these accurate details of cut and points of finish that only a London tailor can give.

Falcons that have won the approval of well-dressed Englishmen. Every country now popular in London, also inherits taste for quiet, clean, sturdy garments of that quality which has made Brooks famous.

A splendid business suit, cut as carefully and finished as perfectly as if you had put on in my showrooms, at a cost of 10 shillings, or equivalent of 40p. 10 shillings.

Smiles of fashion-fable models with accurate and exact measurements of the body and the neck.

WRITE TO-DAY.

Arthur Gtlop

62 Moorgate Street
London England

THE LATEST FASHIONS IN CLOTHING AND ACCESSORIES



A TROUSERS OF THE LATEST FASHION WITH A BUST FRONT CALLS

Also, at 2 for 10.

City Tailors, 62 Moorgate Street, London E.C. 4.

THE LATEST FASHIONS IN CLOTHING AND ACCESSORIES

A JURY OF THE LATEST FASHIONS

FOR MADE BY J. WILSON

EARL & WILSON

NEW YORK

Makers of Tropic suit product

THE LATEST FASHIONS IN CLOTHING AND ACCESSORIES

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THE LATEST FASHIONS IN CLOTHING AND ACCESSORIES

wood of a habilitated dress, was also there?" exclaimed Crane.

A soft voice, proceeding from some point behind me, spoke up.

"It is indeed the great pleasure that Madame Crane has recovered. One judges from her choice of words that he is feeling much the better."

"I have a double duty to perform there—to thank you for saving my life and to tell you for your help in being where you could be," said Crane, with a smile of his individual emotion.

"My good friend, the brave Madame Crane, will please forget the thanks and save the welcome until he has met my sister, Miss Crane."

"It is a pleasure to meet you," said Crane, with a smile of his individual emotion.

"Yes, they both started on coming along," said Crane, with a smile of his individual emotion.

"I had the greatest difficulty in keeping them out of the line," said Crane, with a smile of his individual emotion.

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proved to him, "We enjoyed several of Madame's men at Kalkutta."

"They told us all that," said Crane, with a smile of his individual emotion.

"It was the power given by one of these with the table—the Princess's man, was it not?—which would give the atmosphere of France. But he had not been able to find his man, to wear him."

"I don't know," said Madame, with a smile of his individual emotion.

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rest only in speaking a heavy language."

"It is most strange that the Austrians have committed this error of not being," whispered a voice.

"I don't know," said Madame, with a smile of his individual emotion.

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"I don't know," said Madame, with a smile of his individual emotion.

"They cheer now," he said, grimly, "that will be after your war of determination and then they will be the enemy in hand—and Germany will be the enemy in hand."

"I don't know," said Madame, with a smile of his individual emotion.

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"They cheer now," he said, grimly, "that will be after your war of determination and then they will be the enemy in hand—and Germany will be the enemy in hand."

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Do you buy what other wise men buy?

Blaisdell's is the name of the business world are "regular" Blaisdell customers. Among them we are proud to name:

West Union Telegraph Company
Western Union Telegraph Company
Western Union Telegraph Company
Western Union Telegraph Company

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Blaisdell's is the name of the business world are "regular" Blaisdell customers. Among them we are proud to name:

The modern way to sharpen a pencil

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West Union Telegraph Company
Western Union Telegraph Company
Western Union Telegraph Company
Western Union Telegraph Company

Blaisdell's is the name of the business world are "regular" Blaisdell customers. Among them we are proud to name:



You Both Know the Amount is Right

No more little run-out undercharges to drain away your hard-earned profits.

No overcharges with the constant danger of dissatisfied customers.

Wouldn't you like to know—*not guess?*

You pocket your cash after you get it—why not be sure you get it?

Burroughs accuracy stops under-charge, under-bills or actual store profits. Only one two cent error a day is adding risk only to prove you at 41.25 a week—49¢ a year! Add the value of the time lost adding figures, done up again to make sure—and you see Burroughs has paid for itself.

But it saves in many other ways, too.

How about errors in *most* charge accounts?

They are just as common there—and even more serious. They cost you money and often cause complaints in your customers' minds. The Burroughs doesn't do it and adds up all those under-dips at the end of the month—*without*

to you. But the Burroughs does it in a jiffy—and protects you both.

Business invested \$72,000 in this machine that does three things:

Every day counts the new Burroughs was accurate, accurate everywhere here has been trying to understand. It is a machine that counts the big problem of your business that has saved thousands of progressive retailers for years.

Have a look at it in your account.

Just call the Burroughs man to see it in his show you will realize there are many other things it will do for you. In a way it gives you an advertisement that is as good as the entire Burroughs 50 line. There are 50 of them. Your single-line model is just what you need for your business. Burroughs, Detroit, Michigan.

The Next Man Up

Continued from Page 14.

in hand on a particular individual is the prey of this young man who are growing up in the service of the company and say, then we will outstep all the others in the Canadian Northwest. This intention was measured primarily by four men, so it may not be controlled by a second and younger group of four men.

If any one will take the trouble to look up the list of officers of the company, he will notice a peculiar circumstance. This is the absence from the roll of a second independent Sir Donald Mann, a second independent past and simple, D. B. Mann is third vice-president. Between his two brothers, Mann has a son, Sir Donald Mann is a Canadian Northern in said he is looking with serious eye at the present office, but so far the position has never been filled. There is a third Sir William Mann the position for his son, 4 J. Mackenzie of Winnipeg. That may or may not be true. At any rate, R. J. Mackenzie is the natural successor to his father's great interests. He has been intimately associated with the railway for a good many years and has been especially prominent in construction work in the West. He resides in Winnipeg where he is a leading figure socially.

If serious work is going to depend in future on the direction in which the activities of the owners of the Canadian Northern find expression. If construction, which has hitherto been the predominant interest, continues to build, say, one group of men will stand superior influence. If on the other hand construction is diminished or ceases, the power will pass to the hands of quite another group. The latter development is obviously the most likely, which means, that the department now mainly in financial position will gradually assume greater and greater authority.

THE operating department has two general managers, M. H. Macdonald, who has been in charge of Western lines since 1905 and L. C. Frith, who was recently made general manager of Eastern lines. The latter is also designated assistant to the president and as such is immediately at the disposal of the president. The latter is a man who is as at a stranger in the past years of Canada, but who will, if all signs do not fail, become a very important figure in the railroad life of the country. Indeed, orders are prepared in advance that he will be quite likely to be the dark horse, who will take the lead in the future for the Canadian Northern.

Mr. Frith is an American by birth and a very forty-seven years of age. He enjoys the advantage of having been trained in civil engineering and is a law. During the service of the Ohio and Mississippi Railway, he spent several years in a engineering expedition in American cities. He rose eventually to be assistant general manager of the Illinois Central, which assistant to the president of that

The War and Canadian Trade

Many books increase our knowledge of the fighting aspects of the War—the men, the methods, the area of conflict. This book deals with a peaceful aspect that appeals to every citizen of the Dominion: Canada's Commercial Opportunity.

IMPERIAL YEAR BOOK

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for
CANADA
1915-16

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POSTAGE FREE

THE BOOK OF THE HOUR FOR THE CANADIAN CITIZEN

All About Canada

A word of protest is raised in all. Almost every phase of Canadian life and history is included, from its history and present of the Federal Government to the latest trends in sport and activities and the work of the day. *The Imperial Year Book* should be in every home, office and library in Canada, because it contains questions, answers and book personal of the newspaper and furnishes information needed by everybody.



Stunningly bound in blue cloth, 400 pages.

All About the Empire

The word "Empire" is in every mouth, but few among people in the Dominion have a clear working conception of the extent the conception, the resources, activities and possibilities of what we call the British Empire! The Imperial Year Book, at the first attempt made in Canada to present this information in concise and attractive form, is the most volume on the subject and comprehensive account of Canada herself.

"WE MUST HAVE THE BOOK," SAYS A BANK MANAGER

Given ground before its reception understood—*Universal Star*. An attractive and well-edited volume—*Toronto Evening Night*. Every national subject is treated sagaciously and clearly—*Montreal Gazette*. When the merits of the Second Edition are fully known, there will be a nationwide business man in the Dominion without a copy—*Journal of Commerce*. This unique publication may be termed a manual for the citizen—*Montreal Herald*. Cryptic in material, convenient in arrangement, and Canadian in character—*Montreal Times*.

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Address

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The New
\$165
Burroughs

Men! Here's the logical underwear for you.

In the first place, it's free, soft, elastic and long-wearing. What is more, it fits right from the day you start to wear it until the time you lay it by.

It is made with the famous Klorox-Krutch—the famous chest reinforcement underwear comfort and convenience.

The ease of texture, strength, smooth finish and durability are due to the superior Spring Needle Rib fabric. So, for all round satisfaction wear Watson's Union rib. We also make men's and boys' two-piece underwear in all weights and styles. Ask your dealer.

THE WATSON MANUFACTURING CO., LTD.
Branford - Ontario

Watson's

UNDERWEAR



PULLMAN
Dayenport
Beds

MADE IN CANADA

ADAM'S FURNITURE COMPANY, LIMITED
1400 BAYVIEW AVE. TORONTO
1400 BAYVIEW AVE. TORONTO
1400 BAYVIEW AVE. TORONTO

For more information, write to the Pullman Bed Co., 1400 Bayview Ave., Toronto, Ontario.



St. Lawrence

Sugar

ESPECIALLY FOR JELLIES

Use
**ST. LAWRENCE
SUGAR**

It has long been passed the
Experimental Stage

St. Lawrence is not a new or untried sugar. It is the highest quality sugar that a major which has been produced in Canada since 1825. It is a pure sugar, made in the finest and most modern refineries, and is a pure sugar of 99.9% per cent. It is a pure sugar, made in the finest and most modern refineries, and is a pure sugar of 99.9% per cent.

It is not only good and pure, but it is also the most economical sugar to use. It is a pure sugar, made in the finest and most modern refineries, and is a pure sugar of 99.9% per cent.

See the colored picture below. It is a pure sugar, made in the finest and most modern refineries, and is a pure sugar of 99.9% per cent.



St. Lawrence, the treasurer, but it would be tedious to select and compare them. The first, who from general appearance seems to be the most likely successor to the present high officials are three candidates. They are at least the most well known in the staff in point of seniority, but whether any or all of them succeed to allow as to what order of precedence they will advance, are events that only time can reveal.

PASSED now to the larger banking institutions of the country, who are the most men up in the management of these affairs. Of prospective presidents in succession to the present holders of the office, it is impossible to make predictions. Presidents of banks differ tremendously from presidents of transportation companies, in that they are not of necessity managers. Indeed, they sometimes with the banks enter which they preside, may be of quite a general character and are members of the board of directors with the necessary power and influence may exercise. This is often the case, though the general custom of promoting the general manager to the presidency when the vacancy occurs.

With this or two possible exceptions, therefore, it is the general manager who is the important figure in the bank from the executive standpoint, and it is with the men who are in fact for the part of general manager that we are concerned. They belong to the bank's organization and have advanced through the ranks to their present position in the bank office. Speculation as to their identity may be said to be reduced to a minimum, for of late years it has become the custom to appoint assistant general managers, who are presumably qualified to take up the duties of general manager in case of emergency. At the same time, it must never be overlooked that the position is in the gift of the board of directors, who may advance whom they will to the office.

SIR FREDERICK WILKINSON-TAY. Sir Frederick Wilkinson-Tay, of Montreal, has an excellent and personable manner, Arthur Douglas Brudenell. He is a man, who has been in Canada for over thirty years, and his knowledge of the subject is rapidly increasing. He has served apprentices in the West during the formative period, was stationed in Hamilton and Toronto at the time when these cities were developing to rapidly industrialize, spent some time in New York acquiring a knowledge of the systems of exchange, and for the past few years has been on the head office staff in Montreal.

Mr. Brudenell may be described not only as an efficient banker but as a man of great social popularity and one who has always been deeply interested in sport. When he managed the bank's Calgary branch during the epidemic, he was one of the social life of the place. He was enthusiastically for every game in which the Westerners indulged, and could look to be a lively looking. As for money, he was one of the foremost supporters of the sport in Alberta and did much to

How to Go About Buying A Greenhouse

perhaps you have a better idea going to get a book.

Probably the best book is "How to Buy a Greenhouse" by the author.

The book is written in a simple, plain, and easy to read style. It is a book that is worth the price of the book. It is a book that is worth the price of the book.

If you wish to find out more about the book, you can write to the author. The book is written in a simple, plain, and easy to read style. It is a book that is worth the price of the book.

Lord & Burnham Co.

Limited, of Canada

Greenhouse Designers and Manufacturers
ROYAL BANK BUILDING TORONTO
Factory, St. Catharines, Ontario



PEERLESS POULTRY FENCE

A Great Fence - Not Rusty







A Remarkable Exhibition

To Record an Attendance of over 880,000 people in twelve days at Canada's National Exhibition during the War is a Real Event

THE real test of a man's character comes in the moment of the emergency.

So it is with a nation. The unexpected happens and the test of a people's character is known by its results.

With a constant war and a world in turmoil, the Canadian National Exhibition would have started as one had it fallen flat.

On the contrary, it drew from some hidden reserve power, from some secret storehouse of endurance, to make the fair of 1915 what must be acknowledged as a record breaker in world events.

Conditions are in the Empire war-torn, confusion and misery. Canada is standing at every cross, for the Allies must win. The whole people are fighting at the elbow.

The Canadian enterprise, its industry and skill, were shown a fair going. They were called to a fuller purpose, and the wisdom of industry is forward to better things.

Terribly aggressive was the need by visitors of the great Exhibition. But for the sake of those who could not get the satisfaction from a personal visit, their voices are made, as there may be something here decided that will meet their needs, and even with those who were there it may serve the great purpose of reminding those of their possibilities. Industrial and mechanical exhibits are a great attraction at the Fair. The

power of man to produce greater by means of a machine has always carried pleasure and interest to mankind the world over. The development of highly intricate machines made man's supremacy over the brute obvious. The higher the art of civilization, the higher the use a machine can be put to.

A flying machine, with its graceful movements over the clouds at the water front, marks man's conquest of power, just as does the engine, the pump, the industrial machine at the printing press.

This conquest of power is not for vain purposes. It is being applied to measures for the comfort of mankind. An invention that cannot be made of use to someone is inconceivable.

So that one visits to the machinery hall, with their marvelous, almost human movements, the clever ingenuity of the present holding exhibits the splendid creation in the man's hands; the building the luxury and refinement of metal as evidenced in the transportation building, as well as the unusual display of man's creative genius among the electric, hydroelectric, Birmingham, Yorkshire, Thoroughbred, Persian, Persian, or Wapiti, then all give answer to that pleasure of the eye and the mind and the spirit of the Canadian people.

That Canada can make use, and enjoy everything in the world, was demonstrated beyond doubt, and it should carry

to all a greater sense of National confidence and a greater determination to forge ahead into a more prominent place in commerce, in industry, and in agriculture.

A noted feature of the exhibits and one which reflected the confidence of the exhibitors, was the attractive nature of the individual displays. These were of such a high standard in construction and workmanship that any fact that Canada would be unable to rise to the emergency of the war demands on industry, were quickly dispelled. Readers of this magazine will find a renewed interest in taking an afternoon drive over the exhibition grounds.

Canada has been busy, and descriptive gone active to carry forward the improvement made and to bring home the ideas of the war, every machine improvement and uplift that these things give to any man who is interested in his business.

And yet the best, the reader has a chance to get into touch again with the manufacturer or exhibitor it can be had under the name he told. As one reader told us, "I have forgotten where to write for that article described in one corner of the green building, but while I wait here, as I did not know it was so easy to postal a perfect satisfaction like that."

These three stories of business speak with interest.



The Channell Chemical Company

O-CEDAR goods need no introduction here in Canada. The crowd viewing the booth this past season set through curiosity, but to see one of the best demonstrations in up-to-date housekeeping efficiency given at the entire Exhibition. It was clearly shown that the work of keeping a house clean and shining can be red done in less than half by the use of O-Cedar Polish and an O-Cedar Mop. These were used on the floor, and on highly polished surfaces, with results that caused amazement, but which are nothing more than the natural result of using a polish of this particular composition.

O-Cedar Polish shines freely with water, giving a high, hard, durable finish. Because it is free from grease, it is absorbed by the varnish, becoming a real

stainproof and preserver. From the standpoint of sanitation O-Cedar has a distinct advantage over other polishes in that it thoroughly penetrates the breeding of germs, a feature which is partly responsible for its wide use in cleaning wood-work and floors in hospitals and public halls.

In order that O-Cedar polish might be used on woodwork, doors and furniture without the old-fashioned, back-breaking, monotonous manipulation, the O-Cedar Polish Mop was invented. With this it is not necessary to get down on your knees to clean and polish a hardwood floor, or to stand on a chair to dust the molding, or to move heavy furniture in order to clean under it. The mop is long-handled and heavily padded. It slides easily between the slats between and into all

hard-to-reach places. Hard rubbing is not necessary. Wherever the mop passes a good finish is left and the dust is polished up and held. This is where O-Cedar cleaning has another marked superiority over the dry dusting, the dust is not stirred up into the air of the room. It sticks right to the mop.

The demonstration of this exhibit gave an interesting insight into a saving necessary machine in doing housework. Instead of taking one stick to dust the woodwork, another to clean the floor, and then point over it all a second time to polish, the whole room was cleaned, cleaned and polished in one operation with the O-Cedar mop.

The same principle is followed with the O-Cedar Dry Duster. Its strokes which should replace every further dusting in

the world, as it picks up the dust and holds it.

Inside the box at the house, O Color Polish has an equal for cleaning combs.

and susceptible beds, coats and tops. After reaching it used on a mahogany piano, leaving a surface like a mirror, you have every assurance of artistic results. A

letter addressed to the Chemical Chemical Company, 360 Riverside Avenue, Toronto, will bring you similar further information concerning O-Color goods.



Burroughes and Watts

MOST of the General Heads of Europe and elsewhere at all countries are in line with this table. The Burroughes & Watts Limited, have warrants from some of the European Governments in itself a sufficient testimonial to the quality and workmanship of their tables and pool tables. Significantly they have no warrant from the Kaiser, he being the one exception. The attention at the present time seems to be directed from

beliefs to the direction of other kind of "iron."

The table, illustrated, is one as shown at the exhibit of Burroughes & Watts. This exhibit illustrated a great deal of attention. The table is remarkable for being fitted with two of the most important improvements ever introduced, viz., the Patent Steel Vacuum Cabinet and Patent Wagon Frame, one guaranteeing greatest speed and accuracy of angle and the other a mathematical level, on neither

how fairly the construction of the floor. Factors were introduced to learn that Burroughes & Watts are making tables of all sizes ranging from small one ball feet to the standard one ball feet, as that as soon used is considered too small for this fascinating game. Interesting information on billiard playing and the manufacture of billiard and pool tables can be secured by writing to Burroughes & Watts, Billiard Table Makers, to H.M. King George V., 24 Church St., Toronto, Ont.

The Asbestos Manufacturing Company's Bungalow



IN this attractive little Bungalow created over a year ago via the Exhibition Grounds, the Asbestos Mfg. Co., of Montreal, whose factory is at Lennox, P.Q., have worked up a practical and inviting exhibit of their products as they appear in actual use. The roof is of Asbestosite, the walls of Asbestos Building Board and Asbestosite, and the interior is lined with ASBESTOSFLOOR.

All these Asbestos-based products are absolutely fireproof, never require paint, and are practically indestructible.

Nugget Polish Co. LIMITED

THE "Nugget" Polish Company have their usual stand in the Industrial Building and a great feature is shown at the top of the Allied Nations. A new show stand, very beautifully photographed, has been put out by this firm showing the flag of the Allies in the corner and the most important effect, viz., a pair of well-classed shoes, and a "Nugget" outfit in the centre. At a time like this, when economy is one of the primary virtues, it is well to remember that a tin of "Nugget" not only goes further than any other brand of shoe polish but makes shoes last longer and better, their smart appearance for a greater length of time.

A new feature is the Dark Brown Polish which is being introduced into Canada for the first time. This polish is very much in demand among the Egyptian troops employed in Egypt and the Danubian and promises to make quite a hit among those battalions of the Canadian Expeditionary Force who have not yet been despatched overseas.

The "Nugget" Outfit is cardboard and metal boxes still continue to be the most compact arrangement for travellers and others who are in a hurry of the appearance of their shoes that they clean them themselves. These outfits contain a brush, pad and tin of polish and make a very useful present and a very useful addition to the wardrobe of each man or office.

The "Nugget" White Creamer for boots, shoes and socks when it becomes increasingly popular among retailers at the cinema resorts, tennis courts and betting people. The great advantage it displays over other articles of the same kind is that it will not rub off, and it dries a pure white.



Other articles manufactured by the company are Creams in Black, Tan and White, the latter of which is suitable for any colored leather shoe.

In these days of short skirts it is more than our necessity that lady's foot-wear is impossibly turned out, and as grey and other light shades of red are likely to be worn during the fall, the

"Nugget" White Cream should be extensively used on these leathers.

The policy of the "Nugget" Company has always been to give the greatest possible amount of service to the customer and patron and any failures on the part of the public to obtain the company's goods should be immediately reported to the office in Toronto.

The Invincible Renovator Manufacturing Company



A GREAT deal of interest was centred upon the Electric Vacuum Cleaners displayed at the recent exhibit of the Invincible Renovator Mfg. Co. At the exhibit there were various types of vacuums displayed, some suitable for the modern house, the skyscraper office building and apartment houses. The outstanding feature in the construction of the cleaners, there being only two moving parts, no valves, follows to purpose to get out of action. Their comparative maintenance was very scarcely connected upon. The notion of them "Invincible" machines is so exact and sturdy that they will stand the most delicate being without the slightest injury.

Housewives were particularly taken up with the "Baby" Invincible cleaner which are the very best kind in electric cleaners for the home. They embody all the improved ideas in vacuum cleaning, having out all the disadvantages of the older makes. The covered job in the head-end was one feature that left a very favorable impression. This covered job is unique with all "Invincible" machines and

[illegible]

The Toronto Pad Co.
LIMITED

We think we remember that one-fourth of our life is spent on a mattress. So there is little wonder that the manufacture of mattresses is receiving so much attention. Great advances toward the perfecting of a mattress tend to be noticed when they are less made of necessity. That fact is illustrated by the example of the Torgue Pad Co. Limited, manufacturers of The Posimex patent mattress, which was attractively displayed at this company's booth. Features of "The Posimex" mattress that distinguish it from the ordinary mattress are: 1. It is made of a special material known as "Posimex" which is cut in layers or up and down, so that it can be used independently, thus allowing the mattress to automatically adjust itself to the

control of the body, ensuring the utmost in comfort and ease.

Proof of the wearing and resisting power of this mattress can be taken from the fact that for two weeks it was subjected to the severe test of bearing a ton weight. It came through the test absolutely unaffected. Do you wonder that the manufacturers are able to guarantee the Fishman mattress for 5,000 months?

not to sag or spread and to be absolutely noiseless? It is the only mattress that can be rolled up without in anyway damaging the construction. If you are looking for the more comfort and better support is deep you will be wise to examine the Foamless mattress at your dealer's, or write to The Toronto Pad Co. Limited, 100 Adelaide St. W., Toronto, for descriptive literature.

Atlantic Sugar Refineries, Limited

[illegible]Unit Mfg.
Company

THE booth of the United Manufacturing Co. was a constant center of attraction during the Exhibition. The Oriental silencers and hangers made an attractive background for the demonstration of a toilet preparation as old as Egypt, yet entirely new to many Americans.

Unit is ready, what the famous historic Egyptian beaches used to be like 100 years ago, but until recently, it was entirely unknown in Europe or America. Then the scope was obtained from an old Arab in Cairo, and it was discovered that the Arab was going to build a new business regarding his own preservation and his beautiful surroundings.

There isn't any mystery about it, however. That is, while preparation of the smooth, firm, Nature intended. To say that it hasn't been is to say it is composed and set as a natural substance, and that's not the offering force—a serious

The Uni Company have on the market also Fare Powder the Lasa, a high-class powder, definitely perfumed, and the two are chemical or coloring materials.

which would injure the most sensitive skin. This powder is made up of silica, bish and bismite to form a composition so smooth and fine as to give the desired effect without one particle of the powder being visible. Bish Unit and Face Powders De Lene can be obtained from local druggists or from the Unit Manufacturing Co. Ltd., 478 Broadview Avenue, Toronto.

This was the Washer that Drew the Crowd

In Industrial Building No. 2 at the Columbus Air Force Base, three Electric Power Workers are working to remove an ordinary half-inch water pipe that was supplying weather equipment controls at the main entrance. The workers from the crews stopped in and tried the power of the meter by holding on to it with all their strength. This proved quite impossible. In the second attempt, the Electric Power Workers had the strongest water meter made. Attach it to the ordinary water-pipe, fill the tank with clothes and soap-suds, turn on the tap and go about your other work. Your washing will be done in a few minutes in a perfect, sanitary way. The water will be clean, the soap-suds will wear and tear and will

No Cost At All.
With the Encelo, which, mind you, is a guaranteed 3-year-and-30,000-mile factory

Washer that's on increased electric light bill, no hand labor and no complicated mechanism to get out of order. So do it. Washer in operation and you're done. Washes in 10 minutes. No doors to open. No time in every week for the same eight years and set still retaining perfect condition. Read our letters to this effect, who are positive of our sales from all over the world. Write to us, Canada. Read, who is master is so strong and set still no light and heating, why they are Kendo in Canada, who is very easy to operate and is absolutely copy right. No water tap, why apartment breaks are using them instead of laundry tubs. Read this and a more interesting Kendo sales as a booklet. Write to-day to Kendo Sales Co., 1111 North 1st St., Minneapolis, Minn. 55405. Name (), Address (), City (), State (), Zip ().

H. & A. Saunders

"Deadweight" at the Exhibition

A UNIQUE display of watches remarkable for workmanship, accuracy and perfection of finish was to be seen in the exhibit of the H. & A. Saunders, Pioneer Wholesale Jewelers of Canada and makers of the "Deadweight" watches and the Britannia Watch Bracelets.

The "Deadweight" watch was especially featured as representing the highest skill in watchmaking, and the makers are justified in their pride for the watch, which would be difficult to surpass. Knowledge of the reliability of "Deadweight" watches is given in the fact that 500 stars "A" have been obtained by the makers in a year. This is a guarantee to the purchaser of accuracy of the watch in every position, a point that should not be overlooked when purchasing a watch. Much attention and interest to buy a "Deadweight" Watch, a "Britannia" Watch Bracelet or any piece of jewelry made by H. & A. Saunders is to be secured of absolute satisfaction and reliability backed by the reputation of a quarter of a century for making nothing but the best.



Office Specialty Manufacturing Company, Limited

BUSINESS men are seldom to be considered as men of affairs, reliable and concise record keeping. The accomplishments of the Office Specialty Co. demonstrate the value of filing units for the systematic care and protection of the business records of commercial and professional men, in words of every man of business intelligence. Office Specialty have really got their filing sys-

tem right down to the rock bottom of simplicity, which means that accuracy—when it is indispensable in office work—can be secured in the operation of any system.

This company had a noteworthy display of their Office and Filing Equipment in the Manufacturers' Building. One died Cabinet really attracted the greatest interest, even from those interested, per-

haps only in a casual way. The manner in which these Cabinets have been selected in various instances of the fine work—clearly quarter-cut oak and mahogany—demands high praise for such skillful accomplishment. The only element of disappointment between those Cabinets of steel and those of wood was by truth or operation. The greatest perfection which these Cabinets offer over those of wood, however their long wearing quality, makes a man ready to buy these Cabinets of steel as an investment for his business lifetime.

Office Specialty have recognized the desires of the vast mass of men at the head of Canadian business and have in consequence made it their business to make and supply in their stock what their particular tastes may desire, whether it be Desks and Filing Cabinets in Brass or Wood, large or small desks, or any kind of wood or brass.

In Desks, they showed a very fine model—the Case System Desk—in reality a combined Desk and Filing

cupboard in a steel case. The manner in which these Cabinets have been selected in various instances of the fine work—clearly quarter-cut oak and mahogany—demands high praise for such skillful accomplishment. The only element of disappointment between those Cabinets of steel and those of wood was by truth or operation. The greatest perfection which these Cabinets offer over those of wood, however their long wearing quality, makes a man ready to buy these Cabinets of steel as an investment for his business lifetime.

Cabinet. This, indeed, is a happy combination for men in executive positions and it also finds popularity with a great many other business men seeking economy in time as well as expenditure. Another item of more than usual interest was their Half-Sectional—small, compact units just right for the man sharing a small business or for a man who wants his private papers kept close at hand beside or near his desk. A large part of Office Specialty's business is the fitting up of vault interiors with filing arrangements. They are a Canada-wide organization, having showrooms in nine cities and Head Office and Factories at Newmarket, Ont.

Gundy-Clapperton

CONFRAT, LIMITED

CUT GLASS makes a strong appeal to all lovers of things beautiful. That the Gundy-Clapperton exhibit of cut glass articles drew big crowds is not to be wondered at, for here were displayed exquisite pieces of cut glass, including and exemplifying and reflecting infinite beauty of dramatic coloration. Cut glass has succeeded other decorations to a great extent, as that today in homes of refinement cut glass is now an indispensable supremacy. The Gundy-Clapperton exhibit was without a peer. Among the articles exhibited were Heavy Sets, Crystal Sets, Vases, Candlesticks, Lamps, Flower Baskets, Water Sets, Decanters, Business, Wine Glasses, Punch Sets, and Fruit Baskets. Particular interest was centered around an exquisite set



open which was skillfully designed the showpiece and its leaf, giving an effect that was as unique as it was beautiful. Another article of unusual design that attracted attention was a lamp, the shade of which was exquisitely worked, depicting a Dutch landscape scene and Dutch figures. The Gundy-Clapperton Co. has without rival in the production of workmanship and skill in finishing cut glass

articles. People who desire cut glass that will stand the most critical inspection can rely upon any article that bears this trade mark. Those who are interested in the new showings of cut glass pieces should write the Gundy-Clapperton Co. for booklet—"Cut Glass in the Home." Address your request: Gundy-Clapperton Co., Limited, 44 Albert Street, Toronto.

The Sovereign Perfumes, Limited

TROUWERS of visitors were engaged with the delicate perfume of Governor's Ideal Ginko at the exhibit of Sovereign Perfumes, Ltd.

This firm is the only Canadian owned house exclusively engaged in the making of perfume and toilet requisites. Their products are sold all

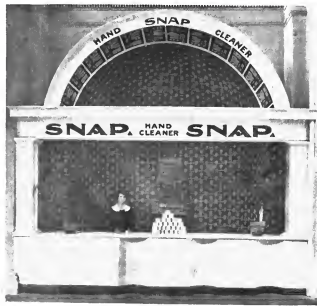
over the world under the name of "Gorham's." Perfume houses and auctioneers and ladies' requisites. Margie Tette the famous English actress who toured Canada just recently singing the perfume song "Vase King and Country New Year," played a large order for Governor's Ideal Toilet Perfume, to be sent to her through her druggist in London, England. She wrote the Sovereign Perfumes, Ltd. that she liked their toilet paper better than any she had ever used. Mohel Telephones, noted American actress, Sarah Bernhardt, the great French actress, Dorothy Parker, English actress, daughter of the famous English playwright, Louis N. Parker, Lady Gordon, noted English beauty and wife of Capt. Beresford, adopted Governor's Ideal Ginko, stating that it is their favorite and that their dressing tables would not be complete without it.

Gorham's have the honor of being the first Canadian house to ship toilet and perfume requisites to French America, and Australia. The name Governor's is a guarantee of excellence quality. Whenever you wish to high class perfume or toilet requisites you can be sure of getting it by visiting an Gorham's.



WHEN people buy a fountain pen they expect a pen that will write smoothly and at any moment—that is what the "Swan" Fountain Pen does. This was convincingly demonstrated to the numerous visitors who stopped at the unique and attractive display of "Swan" Fountain Pens. The exhibit was a very clever arrangement of "Swan" specialties in Fountain Pen requisites. Many visitors took immediate opportunity to possess a "Swan" pen, glad to know that at last they had a pen that could be depended upon to write at any time with perfect ease, without having to be coaxed or jolted to make the ink flow. It is the ever-readiness and smooth writing qualities of the "Swan" Fountain Pen that have made the "Swan" the choice of business and professional people, who require a quick and ready medium to express their thoughts.

Another feature which attracted special attention was the "Swan" Easy-Fill Filler. This fills and cleans any fountain pen in a few seconds *without unscrewing*; at the same time it thoroughly washes the nib and ink conductor, so that the pen is in a perfect condition for proper working. Many people who have had fountain pen troubles took insurance against future pen worries by procuring a "Swan" Fountain Pen and the "Swan" Easy-Fill Filler. Dealers were among the interested visitors to this exhibit. They were convinced that the "Swan" Fountain Pen would give their customers a Pen service that would give entire satisfaction. Those who were unable to see this Serviceable "Swan" Pen at the exhibition should see their dealer or write Mabie, Todd & Co., 243 College St., Toronto, for one of their illustrated catalogues, which are beautifully gotten up and are fully descriptive and contain interesting Fountain Pen information.



THIS exhibit attracted more than usual attention. This great Hand Cleaner has become very popular and visitors were greatly interested in the many uses for Snap as demonstrated by the ladies in attendance.

With machinists Snap has for some time been considered a necessity. Motorists have adopted it as an indispensable part of a chauffeur's outfit. Stenographers and bookkeepers find it so valuable for removing stains of ink and typewriter ribbons that it is now used instead of soap in the wash-rooms of all modern office buildings. On farms, especially in fruit districts, it is used in large quantities and it has proven to be the best means of removing fruit and vegetable stains, machine oil, or any kind of dirt or grease, as it cleans quickly and leaves the skin smooth and soft.

Housewives are using it on pots, pans, kettles, steel knives and forks, and earthenware. It was found that bath tubs, taps, marble, tiling, oilcloth and linoleum and stained hardwood floors took on a new brightness when cleaned with Snap.

It is also largely used for cleaning aluminum ware, as it preserves the original untarnished appearance without scratches, and this with very little labor.

The dentists are now recommending Snap as the best thing for cleaning artificial teeth on plates. Doctors use Snap because it is antiseptic. Men who take care of their own furnaces find Snap indispensable. The Boy Scouts are old friends of Snap, and the Canadian soldiers are using Snap to clean up after drills and route marches.